

TRAINING



ACE SERVICES & SMALL BUSINESS ACCESS TO CAPITAL

NOVEMBER 9, 2022

ACE WBC is funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

THE 3 PILLARS OF ACE



CAPITAL



COACHING



CONNECTIONS

Our mission is to provide community economic development to under-served people and communities

ACE'S PROGRAMS



CAPITAL

- MICROLOANS FROM \$15,000 TO \$50,000
- COMMERCIAL LOANS OVER \$50,000 UP TO \$1,000,000



BUSINESS ADVISORY

- ONLINE BUSINESS RESOURCE WITH OVER 100 TOOLS, VIDEOS & GUIDES
- FINANCIAL ADVISORS COACHING
- POST-LOAN SUPPORT



BUSINESS COHORTS

- HIGH PERFORMING GROUP
- ACE OF DIAMONDS
- MOREHOUSE INNOVATION ENTREPRENEURSHIP CTR.
- LATIN AMERICAN BUSINESS CHAMBER COM.



CONNECTIONS

- SBA RESOURCE PARTNERS
- PARTNERSHIPS WITH LOCAL ORGANIZATIONS
- NETWORKING EVENTS
- B2B INTRODUCTIONS
- B2C INTRODUCTIONS
- REFERRALS



CHAMPIONING WOMEN IN BUSINESS!

OUR SERVICES

COACHING

One-on-One Business Coaching

ACCESS TO CAPITAL

Loan Products
Get Loan Ready: Financial Templates
Connection to other Resources

TRAININGS

On-Demand Webinars
Lunch and Learn
Business Series

RESOURCES & TOOLS

Business Plan
Business Certifications
Marketing Tips

ANNUAL EVENTS

Speed Coaching
WOSB Cohort Series
Multicultural Business Summit
Hispanic Entrepreneurship Series

UPCOMING TRAININGS

YEAR-END TAX PLANNING 101 FOR SMALL BUSINESS OWNERS

November 16, 2022 @ 1:30 pm - 2:30 pm **(In-Person)**

SMALL BUSINESS ACCESS TO CAPITAL

November 30 @ 1:00 pm - 2:00 **(Virtual)**

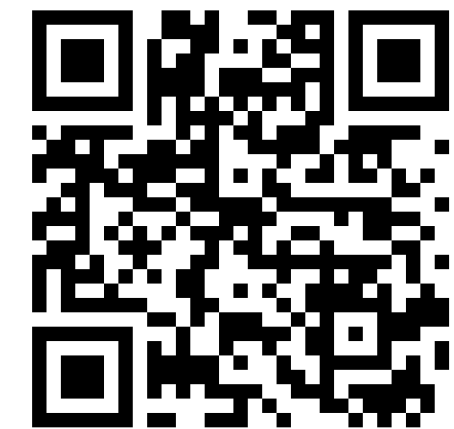
NAVIGATING CASH FLOW & HOW TO PREPARE FOR ACCESS TO FUNDING

December 1, 2022 @ 12:00 pm - 1:30 pm **(In-Person)**

STEPS TO START A BUSINESS

December 6, 2022 @ 12:00 pm - 1:00 pm **(Hybrid)**

REGISTER @ WWW.ACELOANS.ORG/WBC



DREAMBUILDER ONLINE EDUCATION PLATFORM

Learn the step-by-step framework for launching your own small business, or for those who already are operating a business and want to develop their skills. Business Plan Generator included. Start Now!

13 Interactive Courses, including these topics:

Start, Plan and Explore your Idea | Marketing & Selling Pricing | Financials | Management



ACCESS TO CAPITAL

"I've learned over the years that helping others is an option. ACE finds a way to service the capital needs of so many entrepreneurs. In doing so, they have removed a frequent barrier to growth ... lack of funding. Skylar Security is forever grateful."
-Jamine Moton, Owner



ROAD MAP TO SECURE CAPITAL



CREDIT SCORE



CASH FLOW



**CAPITAL
INVESTMENT**



COLLATERAL

CREDIT SCORE

MINIMUM CREDIT SCORE: 600

CREDIT AGENCY: EQUIFAX





CASH FLOW

Cash flow is the net amount of cash and cash-equivalents being transferred into and out of a business. At the most fundamental level, a company's ability to create value for shareholders is determined by its ability to generate positive cash flows, or more specifically, maximize long-term free cash flow.

CAPITAL INVESTMENT

**How much of your own money will
you invest in your business?**

**No capital investment is required for
loans under \$50,000**

**Minimum capital investment required
for loans over \$200,000:
10% - 15%**



COLLATERAL

- **No collateral required for loans under \$50,000**
- **Types of Collateral:**
Business Assets | Equipment
Vehicles | Real Estate



TYPES OF LOANS

SMALL BUSINESS LOANS

**\$15,000
to
\$50,000**

COMMERCIAL LOANS

**\$50,000
to
\$1,000,000**



SMALL BUSINESS LOANS

ELIGIBLE USES: Working Capital, Inventory, Equipment, Vehicles, Real Estate

TERM: Up to 72-month Term Loan

RATE: 7.75% Fixed

FEES: Required one-time application fee of \$50 | Origination fee of 3.00% | Other 3rd party closing costs may apply

ELIGIBILITY: Businesses 2+ years in operation | Must be a Georgia-based for-profit enterprise | Active Secretary of State filings and organizational documents in good standing

COMMERCIAL LOANS

ELIGIBLE USES: Working Capital, Inventory, Equipment, Vehicles

TERM: Up to 60-month Term Loan

RATE: 10.00% Fixed

FEES: Required one-time application fee of \$50 | Origination fee of 2.00% | Other 3rd party closing costs may apply

ELIGIBILITY: Businesses 2+ years in operation | Must be a Georgia-based for-profit enterprise | Active Secretary of State filings and organizational documents in good standing

Website:	www.vet.loan	
Services Available:	<ul style="list-style-type: none"> • Access to Capital • Local Resources • Training Modules 	
Free Online Training + One-on-one Coaching	<ul style="list-style-type: none"> • Financial Statements • Loan Documentation • Human Resources • Networking • Business Pitching • Personal Resume • Additional Resources & Next Steps 	<ul style="list-style-type: none"> • Business Planning • Access to Capital • Credit • Market Analysis • Digital Marketing • Business Structure • Business Registration • Scaling
ACE's Loan Program	Non-traditional forms of collateral Effective turnaround times	
Eligible Businesses:	Existing businesses owned 2+ years by U.S. Military Veterans and/or their spouses.	
Loan Amount:	Small business loans up to \$250,000	
Loan Purpose:	Proceeds can be used for: <ul style="list-style-type: none"> • Working capital • Equipment and machinery • Inventory financing • Business acquisitions • Facilities purchases • Invest in facility improvements • Refinance existing loan 	

THE VETERAN LOAN FUND



U.S. Army Veteran Felicia Parks

Obtained a \$25K emergency working capital loan in April 2020, which allowed her to recalibrate and stabilize operations during the height of the pandemic.



www.vet.loan



The poster features the Fulton County logo in the top left corner. The main title 'Fulton County Recovery Loan Program' is in white text on a blue background. Below it, 'SMALL BUSINESS LOANS AVAILABLE' is written in large green letters. A list of loan details is provided: 'Loans From \$50,001 - \$100,000' and 'Business Counseling Included'. An illustration of a woman working on a laptop is shown, with a 'COMING SOON!' speech bubble above her. The ACE logo is at the bottom right of the blue section. A green bar at the bottom contains the text 'Learn More Aceloans.org/Fulton'. A white box on the bottom left lists loan priorities: 'Minority/Female Owned' and 'High COVID Impacted Industry'.

Fulton County
Recovery Loan Program

COMING SOON!

SMALL BUSINESS LOANS AVAILABLE

- Loans From \$50,001 - \$100,000
- Business Counseling Included

Powered by
ACE
Access to Capital for Entrepreneurs

LOAN PRIORITY

- Minority/Female Owned
- High COVID Impacted Industry

Learn More
Aceloans.org/Fulton

ACE is pleased to announce the Fulton County Recovery Loan Program coming soon which is available exclusively to businesses in Fulton County (excluding Atlanta). The program was developed to assist small businesses hardest hit by the pandemic with loans prioritized for minority and female-owned businesses.

Note: Preference will be given to loan applicants who meet lending criteria AND who commit to receive business advisory services to assist with growing and/or sustaining their businesses.

Visit www.aceloans.org/fulton/

UNDERWRITING TIPS



For Loans under \$50,000: Must provide 2 year of Tax Returns

For Loan over \$50,000: Must provide 2-3 years of Tax Returns

Partners with ownership over 20% need to guarantee the loan

ACE Borrowers must have no more than 45% debt to income ratio

HOW DO YOU CALCULATE DEBT TO INCOME RATIO?

Total Income: \$6,000

Total Expenses: \$2,500

Expenses \$2,500 / Income \$6,000 = 42% Debt to Income Ratio

HOW TO GET READY TO OBTAIN A LOAN?



Sara Rossel founded RapiFast® in 2018

- BE SURE TO HAVE CURRENT FINANCIAL STATEMENTS
- BE SURE TO HAVE 2 YEARS OF TAX RETURNS THAT SHOW A POSITIVE NET INCOME
- CONSULT WITH A TAX ACCOUNTANT TO GET AN UNDERSTANDING OF YOUR BORROWING POSITION BASED UPON YOUR TAX RETURNS

WHO IS FUNDING START-UPS?

LIFT FUND

Stephanie Bolden - Direct: 470-344-8396
sbolden@liftfund.com

Max of \$50,000 for fast approval
All Georgia counties

WOODFOREST NATIONAL BANK

Woodforest Bank offers a line of credit that ranges from \$500-\$10,000 for start-ups and primarily based on the client's personal credit. Send an email to any of the following Branch Managers depending where the business is located.

Visit www.Woodforest.com for locations

DEKALB COUNTY COMMUNITY DEVELOPMENT SMALL BUSINESS LOAN PROGRAM

This program is designed to provide below market rate fixed asset financing to new and existing small businesses who want to do business in DeKalb County. This program also establishes a platform for creating and retaining jobs for the County. Get more information [HERE](#)

VISIT: WWW.SBA.GOV/FUNDING-PROGRAMS FOR SBA FUNDING



QUESTIONS

COMPLETE OUR SHORT SURVEY!



678-335-5600
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ACEWBC@ACELOANS.ORG



@ACEWBC



@ACE WOMEN'S BUSINESS
CENTER